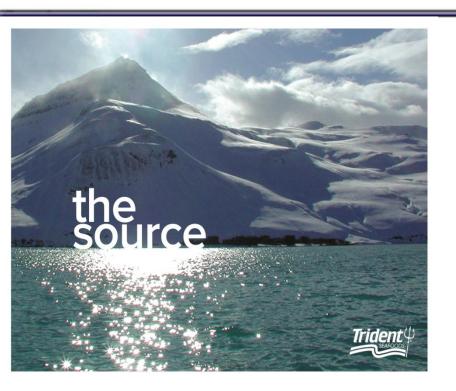


### **Company Profile**





- •Trident Seafoods Corporation is a vertically integrated harvester, processor and marketer of Wild Salmon Products around the world.
- ■95% of the fish we purchase comes from Alaska waters.

- We are a privately held corporation operated and managed by its working owners.
- In addition to Alaska operations, we have processing activities in Washington State, Oregon and and international locations. Our motto is that we offer the finest seafood *From the Source to the Plate*®



## **Company – Key Figures**





- Annual Sales ~ \$1 Billion
- Employees: 6,000 (about 4,500 in Alaska)
- Alaska Operations:
  - 30 + Vessels
  - 4 Floating Processing Ships
  - 10 Primary Processing Plants
- Annual Purchases in Alaska:
  - Approx. 1.2 Billion Pounds ('07)
  - 80% Whitefish (AP, Cod, Hake, Halibut)
  - 20% Wild Salmon & Crab

### **Alaska Operations**





#### **Floating Processors**

- Alaska Packer
- Aleutian Falcon
- Independence
- Pribilof

## Alaska Cordova St. Paul Petersburg **Bristol Bay Kodiak** Ketchikan Chignik Sand Point **Akutan**

#### **Factory Trawlers**

- Island Enterprise
- Kodiak Enterprise
- Seattle Enterprise

## **General Categories of Workers**





- ManagersSuperintendentsProfessionalsCaptainsProcessing
- Technicians
   Machinists
   Welders
   Electricians
   Skilled

**Fleet** 

AdministrativeOfficeClerical

- Craft Workers
   Skilled Processors
- Sales
- Operators
   Fork Lift Drivers
   Crane Operators
   Processing Equipment
   Tractor Trailer Drivers
- Service Workers
   Galley
   Janitorial
   Laundry
- ProcessorsSemi-skilledGeneral Laborers



164



St. Paul



**Job Category** Managers **Technicians**  Sales **Administrative Craft Workers**  Operators Service Worker **Processors** 138

**Total Positions** 

**Dates of Operation:** Species Produced:

January – March April – October **King Crab, Snow Crab Halibut** 



877



#### Akutan



Job Category	#
<ul> <li>Managers</li> </ul>	16
<ul> <li>Technicians</li> </ul>	<b>51</b>
<ul> <li>Administrative</li> </ul>	11
<ul> <li>Craft Workers</li> </ul>	96
<ul> <li>Operators</li> </ul>	<b>50</b>
<ul> <li>Service Workers</li> </ul>	47
<ul> <li>Processors</li> </ul>	606

**Total Positions** 

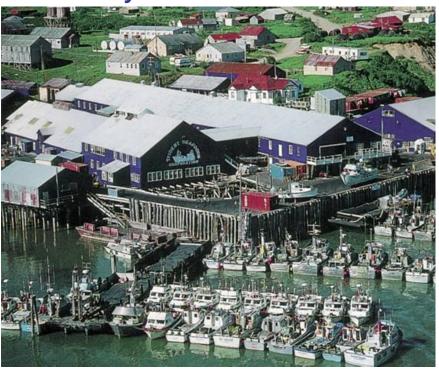
**Dates of Operation: January – October** 

Species Produced: Cod, Pollock, Snow Crab, King Crab





**Bristol Bay - Naknek** 



Job Category #

Managers 3
Administrative 8
Craft Workers 37
Operators 43
Service Workers 17
Processors 453

Total Positions 561

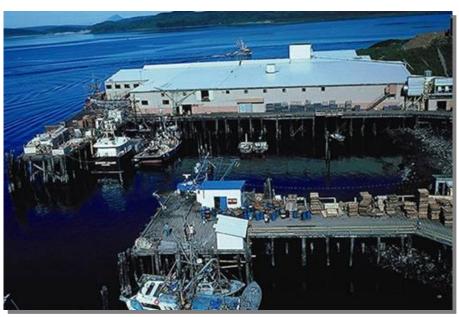
**Dates of Operation: June – July** 

**Species Produced: Salmon** 





#### **Sand Point**



Job Category	#
<ul> <li>Managers</li> </ul>	8
<ul> <li>Technicians</li> </ul>	5
<ul><li>Sales</li></ul>	1
<ul> <li>Administrative</li> </ul>	12
<ul> <li>Craft Workers</li> </ul>	26
<ul> <li>Operators</li> </ul>	35
<ul> <li>Service Workers</li> </ul>	20
<ul> <li>Processors</li> </ul>	181

**Total Positions** 288

**Dates of Operation: January – December** 

Species Produced: Cod, Pollock, Salmon,

Halibut, Sablefish



175



#### Chignik



Job Categories	#

÷	Managers	4
	Sales	2
	Administrative	3
	<b>Craft Workers</b>	21
	Operators	5
٠	<b>Service Workers</b>	8

Total Positions 218

**Processors** 

**Dates of Operation: June – August** 

**Species Produced:** Halibut, Salmon





#### Kodiak



Job Category	#
<ul><li>Managers</li></ul>	4
<ul><li>Technicians</li></ul>	2
<ul><li>Administrative</li></ul>	1
<ul><li>Craft Workers</li></ul>	24
<ul><li>Operators</li></ul>	30
<ul><li>Processors</li></ul>	343
<b>Total Positions</b>	404

**Dates of Operation: January – December** 

Species Produced: Pollock, Cod, Rockfish, Pacific Ocean Perch

Sole, Flounder, Halibut, Sablefish





#### Cordova



Job Category	#
<ul> <li>Managers</li> </ul>	2
<ul> <li>Administrative</li> </ul>	3
<ul> <li>Craft Workers</li> </ul>	5
<ul> <li>Operators</li> </ul>	2
<ul> <li>Processors</li> </ul>	115
<b>Total Positions</b>	127

**Dates of Operation: March – November** 

Species Produced: Halibut, Sablefish, Salmon





#### **Petersburg**



Job Category #

Managers 2

Administrative3

Craft Workers 14

Operators 1

Service Workers

Processors 184

Total Positions 205

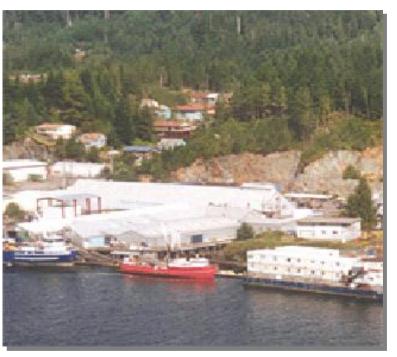
**Dates of Operation:** March – November

Species Produced: Salmon, Halibut, Sablefish





#### **Ketchikan Cannery**



Job Category #

ManagersTechnicians

- Administrative 8

Craft Workers22

Operators24

Service Workers 34

Processors 137

Total Positions 229

**Dates of Operation: June – August** 

**Species Produced: Salmon** 





#### **Ketchikan Freezer Plant and Smokehouse**



Job Category	#
<ul><li>Managers</li></ul>	8
<ul><li>Sales</li></ul>	1
<ul><li>Administrative</li></ul>	6
<ul><li>Craft Workers</li></ul>	42
<ul><li>Operators</li></ul>	14
<ul> <li>Service Workers</li> </ul>	6
<ul><li>Processors</li></ul>	148
<b>Total Positions</b>	225

**Dates of Operation: January – December** 

**Species Produced:** Salmon, Crab, Halibut, Geoducks

Shrimp, Sablefish, Sea Cucumbers

### **At Sea Catcher Processor**



**77** 



#### **F/T Island Enterprise**



Job Category #
Managers 13
Technicians 4
Administrative 1
Craft Workers 16
Operators 9
Service Workers 5

**Total Positions** 125

**Processors** 

**Dates of Operation:** January – October

**Species Produced:** Pollock, Whiting

#### At Sea Catcher Processor





#### **F/T Kodiak Enterprise**



**Dates of Operation: January – October** 

**Species Produced:** Pollock, Whiting

Job Category	#
<ul> <li>Managers</li> </ul>	7
<ul> <li>Technicians</li> </ul>	2
<ul> <li>Administrative</li> </ul>	1
<ul> <li>Craft Workers</li> </ul>	16
<ul> <li>Operators</li> </ul>	20
<ul> <li>Service Workers</li> </ul>	5
<ul><li>Processors</li></ul>	<b>72</b>
<b>Total Positions</b>	123

#### **At Sea Catcher Processor**





#### **F/T Seattle Enterprise**



Job Category	#
<ul> <li>Managers</li> </ul>	8
<ul> <li>Technicians</li> </ul>	2
<ul> <li>Craft Workers</li> </ul>	19
<ul> <li>Operators</li> </ul>	8
<ul> <li>Service Workers</li> </ul>	6
<ul> <li>Processors</li> </ul>	83
<b>Total Positions</b>	126

**Dates of Operation: January – October** 

**Species Produced:** Pollock, Whiting





#### M/V Alaska Packer



Job Category	#
<ul><li>Managers</li></ul>	4
<ul> <li>Administrative</li> </ul>	1
<ul> <li>Craft Workers</li> </ul>	12
<ul> <li>Operators</li> </ul>	4
<ul> <li>Service Workers</li> </ul>	3
<ul> <li>Processors</li> </ul>	120
Total Positions	144

**Dates of Operation:** May – August

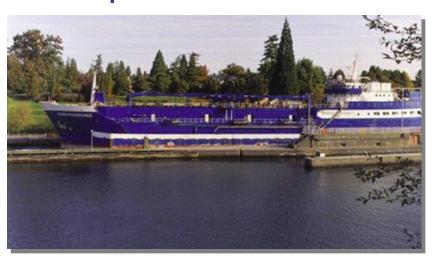
**Species Produced:** Herring, Salmon



238



#### M/V Independence



Job Category	#
<ul> <li>Managers</li> </ul>	5
<ul> <li>Technicians</li> </ul>	2
<ul> <li>Administrative</li> </ul>	1
<ul> <li>Craft Workers</li> </ul>	9
<ul> <li>Operators</li> </ul>	13
<ul> <li>Service Workers</li> </ul>	6
<ul> <li>Processors</li> </ul>	202

**Total Positions** 

**Dates of Operation: January – August** 

**Species Produced:** Crab, Herring, Cod, Salmon





#### M/V Aleutian Falcon



**Job Categories** 

**Managers Administrative** Craft Workers **Operators** 10 Service Workers 5 80

**Total Positions** 107

**Processors** 

**Dates of Operation: June – August** 

**Species Produced:** Salmon





#### **M/V Pribilof**



Job Category	#
<ul> <li>Managers</li> </ul>	3
<ul> <li>Administrative</li> </ul>	1
<ul> <li>Craft Workers</li> </ul>	9
<ul> <li>Operators</li> </ul>	3
<ul> <li>Service Workers</li> </ul>	2
<ul> <li>Processors</li> </ul>	83
<b>Total Positions</b>	101

**Date of Operation:** May – August

**Species Produced: Herring, Salmon** 

## **Alaska Job Summary**





# From the Source to the Plate

4,390

**Total Positions** 

### **Major Skilled Worker Needs**





- Engineers for Shore Plants
   Baader Technicians
   Cannery Machinists
   Refrigeration
- Licensed Ship's Personnel
   Captains
   Mates
   Able Bodied Seamen
   Engineers
- Processing Managers
   Regulatory Training
   People Management
   Basic Accounting
   Safety
- Food Science
  Thermal Processing
  HAACP Training
  Regulatory Training

### **THANK YOU**





